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July 15, 2011

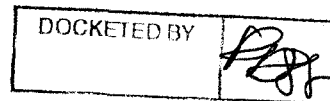
**Crexendo Business Solutions**  
**T-20737A-10-0144**  
**In Support**

Chairman Gary Pierce  
Commissioner Bob Stump  
Commissioner Sandra D. Kennedy  
Commissioner Paul Newman  
Commissioner Brenda Burns

Arizona Corporation Commission  
**DOCKETED**

JUL 19 2011

Arizona Corporation Commission  
1200 West Washington  
Phoenix, AZ 85007



Dear Chairman Pierce and Commissioners:

I'm writing this letter to you to support Steve Mihaylo and his new company, Crexendo, for approval to set up their company headquarters in Arizona.

I've known Steve for 50 years; was on his board when he started his original company, Inter-Tel. He is a man with complete integrity and has been an important part in the history of Arizona's growth. I don't know why the Commission is holding up their approval, but his loyalty to Arizona has never wavered and as you can see from his attached resume, he has been very charitable to the state and the City of Phoenix.

I believe that encouraging Steve to headquarter his company here would be a definite win for our local economy and certainly benefit our residents. With his track record of a successful company behind him, I really don't see how any other decision would make sense.

Sincerely,

Karl Eller  
Chairman/CEO, The Eller Company  
Chairman, AZ 2012 Centennial Campaign

AZ CORP COMMISSION  
DOCKET CONTROL

2011 JUL 19 P 2:28

RECEIVED

July 15, 2011

Chairman Gary Pierce  
Commissioner Bob Stump  
Commissioner Sandra D. Kennedy  
Commissioner Paul Newman  
Commissioner Brenda Burns  
**Arizona Corporation Commission**  
1200 West Washington  
Phoenix, Arizona 85007

Dear Chairman Pierce and Commissioners:

I am writing on behalf of Mr. Stephen G. Mihaylo, Chairman and CEO of Crexendo, Inc., to ask that you reconsider and approve the company's application for a State of Arizona telecom license.

I have known Steve Mihaylo for almost forty years, first as a business associate. Steve was the founder and CEO of Inter-Tel, Inc., a business telephone equipment manufacturer and supplier. I founded a Maryland telephone equipment and service business in 1971, Telephone Corporation of America, Telcoa, Inc. The Inter-Tel, Inc. telephone systems were among several product lines our company marketed to Washington, DC and Baltimore area businesses. Over the years, selling and maintaining telephone systems, we phased out other equipment lines because we found they were not as reliable, flexible and innovative as the products that Inter-Tel, Inc. supplied.

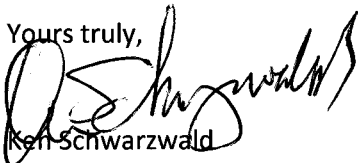
Over more than 30 years of our professional collaboration, Steve became a close friend that I count myself fortunate to have. He has provided support and encouragement through good times and bad. Steve's generous spirit flows to his charitable efforts in the community. He is particularly dedicated to education-based charities, mentoring young people.

Owing to Steve's altruism, he became my business mentor. In difficult economic recessions, when many telephone equipment companies in my operational territory struggled and eventually shuttered their operation, Steve's advice helped me guide my company to profitability. Steve Mihaylo's business counsel and his astute acumen in navigating a challenging business climate helped my company, Telcoa, Inc., avoid failure and bankruptcy. I was able to keep more than 50 people employed, many of whom were on staff since the early fledgling years of Telcoa's operation.

Steve's ability to build a business from concept to reality is clear. Inter-Tel, Incorporated grew from a small Arizona operation to a highly regarded industry leader that competed with industry giants such as AT&T, Nortel Networks, and Siemens business equipment, among others.

I heartily recommend the approval of Crexendo, Inc.'s licensing application in the State of Arizona. Mr. Mihaylo created thousands of jobs in Arizona with Inter-Tel, Incorporated, and this new and exciting venture rides the cusp of technology and internet development. I believe Crexendo, Inc. has the potential to emerge as another industry-leading venture, innovating the way other businesses operate, and creating job opportunity in the emerging Cloud-based web and digital telecom industry.

Yours truly,



Ken Schwarzwald  
Former CEO and Founder (Retired)  
Telephone Corporation of America, Telcoa, Inc.

Weil Lifestyle, LLC  
5141 North 40th Street  
Suite 300  
Phoenix, AZ 85018

602.952.0100 tel  
602.778.6833 fax

[www.drweil.com](http://www.drweil.com)

July 15, 2011

Chairman Gary Pierce  
Commissioner Bob Stump  
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Arizona Corporation Commission  
1200 West Washington  
Phoenix, Arizona 85007

Subject: Crexendo Telecom License Approval

Dear Chairman Pierce and Commissioners,

I am writing this letter as an Arizona businessman who cares about quality companies and healthy growth in the state of Arizona. I was astonished to hear the Arizona Corporate Commission rejected the recent license application from Crexendo. Crexendo is a fine company headed by a man of integrity who has brought many jobs, charitable contributions and tax dollars to the state of Arizona.

In good faith and support of the state, Crexendo moved headquarters to Arizona before receiving approval from the AZCC. This is largely because Crexendo's Chairman, Steve Mihaylo, believed in Arizona. After running Inter-Tel, his first company, in the state for nearly 40 years and employing over 2,000 people worldwide, with approximately 1,000 in Arizona, the denial for telecom license approval must have been humiliating, degrading and frustrating and a slap in the face to Steve and those of us who want to see great companies create great jobs in our state. It is my understanding Crexendo has intended to hire between 100 and 200 engineers, sales people and support people in the first two years of business. However, now that is on hold. I believe it is a travesty Crexendo must now wait for an appeal of the previous recommendation of the AZCC.

I have known Steve Mihaylo for over 20 years. During that time, Steve has made charitable contributions to various organizations, many in Arizona, of between \$75 million and \$100 million, mostly of the nature of educational charities and schools, and at least \$20 million of those gifts were to Arizona charities. Clearly this is a man who believes in Arizona education. It is baffling to me to see that Crexendo is now being denied an application from the very state that Steve and his companies have contributed

so much to which, by the way, continues to remain desperate for educational improvements due to lack of state funding. This is a subject near and dear to me because our company, (Weil Lifestyle and Dr. Andrew Weil), is working very hard to develop independent funding for the University of Arizona Center for Integrative Medicine (not funded by the state) and setting up clinics and studies to improve education and health care in Arizona. Please know, Steve Mihaylo has also been a key supporter of Weil Lifestyle and Dr. Weil from the very beginning, because he believed in Dr. Weil and our mission and this state.

In addition to his good work for the state, I would estimate that Steve's companies (and Steve personally) have paid somewhere between \$500 million and \$1 billion in federal income taxes, state income taxes and sales taxes to various state and local agencies, not to mention all the taxes that his former employees paid over the years. When you consider that his father was a policeman and his mother did domestic work, the odds of these achievements were long and, at best, and nearly impossible. This is the very same sort of character that caused Steve to believe in our business from the very beginning and the state of Arizona, by his good faith action to move Crexendo's headquarters here.

Steve is now building another great venture in Arizona. He has had the faith in Arizona to support him. He has supported Arizona for many, many years. I respectfully request you repeal your previous decision based on the great track record this man and his company have provided for the good state of Arizona. He knows what needs to be done to run a good business and create quality jobs and tax revenues for Arizona's people. Let's get behind the people who help this state.

On behalf of Dr. Weil and myself, thank you in advance for your kind and prudent consideration of this request.

Sincerely,

A handwritten signature in black ink, appearing to read 'LB Tree II', with a long horizontal flourish extending to the left.

Laurence B. Tree II  
Co-Founder / CEO  
Weil Lifestyle, LLC  
(An Arizona Corporation)